

FEB 23 1932

DUN'S REVIEW



COMMERCIAL AND BANKING FAILURES FROM OFFICIAL RECORDS
COMMODITY PRICE INDEX ~ BANK CLEARINGS REPORTS

15 ¢ PER COPY

FEBRUARY 20, 1932

\$5 PER YEAR

VOL. 40, NO. 2004



The message of DUN'S
REVIEW is conveyed to its
readers by reports of direct
conversations, telephone,
telegraph, wireless and cable
messages and by occasional
articles from outstanding
authorities, correspondents
and its own staff.

Published by
R.G. DUN & CO.

The oldest and largest Mercantile Agency in the World

Established 1841



On a night like this members of New York's early Bucket Brigade had no easy time of it. Called from their homes, they arrived at the scene of their neighbor's misfortune to pass dripping buckets or pump lustily on a wheezing hose cart which feebly spouted water with uncertain volume and accuracy. Usually the net result was the complete destruction of the unfortunate citizen's home, and a dreary march home for the soaked and begrimed volunteers.

Throughout history, property losses of gigantic proportions have resulted from fire, because, until comparatively recent years methods of fire control and prevention were crude. The introduction of regular inspections, pressure pumps, fast motors and systematic drilling have accom-

plished wonders in reducing the destruction of property and life from this cause.

The present-day Fire Department is a completely integrated and highly effective unit. A trained personnel, working with the most modern equipment protects, in its community, goods and buildings which may represent an investment of millions of dollars.

The aim of the Mercantile Agency since its founding 91 years ago, has been to promote and protect trade. The service rendered the Business Community today by R. G. Dun & Co. reflects this rich background of experience, supplemented by the co-ordinated efforts of thousands of trained employees.

R. G. DUN & CO.

THE MERCANTILE AGENCY

*The Oldest and Largest Mercantile Agency
in the World*

290 Broadway

New York City

ESTABLISHED 1841



DUN'S REVIEW

PUBLISHED WEEKLY BY

R. G. DUN & CO., 290 BROADWAY, NEW YORK

THE OLDEST AND LARGEST MERCANTILE AGENCY IN THE WORLD

ESTABLISHED 1841

Editorial Offices . 290 BROADWAY, NEW YORK

QUINCY ADAMS, Editor

RAYMOND BRENNAN, Associate Editor

VOLUME 40

FEBRUARY 20, 1932

NUMBER 2004

Subscription \$5.00 per year
Outside U. S. \$6.00 per year

Entered as second-class matter October
30, 1893, at the Post Office, at New York,
N. Y., under the Act of March 3, 1879.

Advertising Rates sent
upon application

TRADE REVIEW OF WEEK

There has been a continuance, in a more or less sporadic degree, of the favorable factors that have marked commercial progress since the first of the month. Some lines are slow in taking the turn for the better, but the number of these appears to be growing fewer each week. The more favorable weather has helped most branches of the retail trade, with ready-to-wear lines and Spring millinery meeting with more definite buying interest, as fashion trends become crystallized.

Although retail sales fell off in January, the decline was not uniform, being less severe in the South than the national average. February volume has been of encouraging proportions, with the best reports continuing from the Southwest. In the Southeast, the week has brought a better outlook, with an encouraging improvement in sales reported by the leading stores. In the Northwest, continued cold weather has maintained seasonal lines. The amend-

ments to the Federal Reserve Act, which broaden the classes of paper eligible for rediscounting purposes, thus expanding the currency limits, took precedence over all other occurrences in the week's

developments. As these new measures will serve to loosen up credits and make available lending accommodations which now are so restricted, their benefits are expected to be more far-reaching and permanent than either of the two previous plans undertaken by the government to provide for the pressing credit needs confronting the nation.

Much of the fear and uncertainty that has prevailed in the automobile industry was dispelled by the announcement made

by the leading producer of popular-priced cars that production would start at the end of the current month. There have been no noteworthy changes in most of the heavy industries, but further improvement has been reported by many of the lighter ones.

DUN'S INDUSTRIAL INDICES

FACTORS REPORTED WEEKLY:

DUN REPORTS	1932	1931	P.C.
Bank Clearings.....	\$4,763,567,000	\$3,072,548,000	-40.9
Commodity Price Advances..	18	19	....
Commodity Price Declines...	21	44	....
Insolvencies (number).....	751	722	+ 4.0

INDUSTRIAL ACTIVITY

†Crude Oil Output (barrels)...	2,138,300	2,127,700	+ 0.5
Electric Power Output (kwh)	*1,578,817	*1,683,712	- 6.3
Freight Car Loadings.....	574,756	719,053	-20.1

FACTORS REPORTED MONTHLY:

AGRICULTURE

‡Cotton Consumption (bales)...	435,337	450,117	- 3.3
Cotton Exports (bales).....	919,338	532,821	+73.5

DUN REPORTS

Price Index Number.....	\$140,344	\$156,039	-10.1
Insolvencies (number).....	2,458	2,516	+ 4.3
Insolvencies (liabilities).....	\$96,860,205	\$94,608,212	+ 2.4

FOREIGN TRADE

Merchandise Exports.....	150,000,000	249,598,000	-39.9
Merchandise Imports.....	136,000,000	183,148,000	-25.7

INDUSTRIAL ACTIVITY

Pig Iron Output (tons).....	972,784	1,714,266	-43.3
Steel Output (tons).....	1,461,596	2,458,689	-40.5
Unfilled Steel Tonnage.....	2,648,150	4,132,351	-35.9
Building Permits.....	\$29,597,203	\$63,489,400	-53.4

†Daily average production. ‡Domestic consumption. * (000) omitted.

WEEK'S FAILURES GAIN

Insolvencies continue very numerous. The total number this week in the United States was 751, against 693 last week, 780 in the first week of February and 722 a year ago. There is little if any tendency in this week's report in the direction of a seasonal recession which customarily appears following the heavy record for January. The number of business failures last month was considerably in excess of any previous return.

A separation of this week's report by geographical divisions shows that insolvencies continue heavy in the East. All sections, except the East, report more failures this week than last week, and compared with a year ago, the South and the Pacific Coast alone report fewer trade defaults than appeared at that time. For the other geographical divisions, insolvencies were more numerous than they were last year, the increase in number being quite large at the East and the West.

Of this week's failures in the United States, 537 had liabilities of \$5,000 or more in each instance, against 466 last week, 527 in the preceding week and 455 last year. There was an increase this week compared with last week in the East which was quite large; also, in the other three geographical divisions. Compared with a year ago the geographical sections report more failures in the \$5,000 class this week than they did at that time.

Canadian failures this week, as reported by R. G. Dun & Co., were again very little changed, compared with those of last year. The total was 69, against 62 last week, 71 the preceding week and 68 last year.

SECTION	Week Feb. 18, 1932		Week Feb. 11, 1932		Week Feb. 4, 1932		Week Feb. 10, 1931	
	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total	Over \$5,000	Total
East	281	295	207	288	228	305	174	258
South	120	196	111	166	127	197	105	173
West	135	186	110	162	119	191	138	212
Pacific	51	74	38	67	53	87	38	79
U. S.	537	751	466	693	527	780	455	722
Canada	46	69	29	62	35	71	32	68

HIGHER LEVEL FOR INSOLVENCY INDEX

The Insolvency Index is still on an unusually high level. For the third week of February it is above that of the second week, which clearly indicates that the record of business failures this month has hardly shown the customary recession. Dun's Insolvency Index for the first two weeks of this month was 178.7 while for the three weeks, which include the current week's figures, it was 180.2 points, and compared with 168.3 points for the same period in 1931.

Dun's Insolvency Index for January this year was 201.8 points and was the highest recorded in a great many years. For January, 1931, it was 188.4

points. The decline from January to February of this year has been 21.6 points, while a year ago it was 20.1 points, the record for the two years being substantially the same, although on a higher level this year.

The figures printed below are computed on the basis of the number of commercial insolvencies to each 10,000 business firms in the United States:

	Monthly		1930	5-Year Average		1925-29 Ratio	Monthly	1921
	1932	1931					1932	
February	180.2	168.3	146.7	128.2	147.0	168.7	123.4	
January	201.8	188.4	150.2	139.5	160.0	173.7	126.2	
December	188.8	140.7	114.7	112.0	128.3	114.0	159.6	
November	141.2	127.0	101.1	107.1	122.8	112.3	182.8	
October	134.4	117.0	100.0	99.2	113.8	107.3	109.8	
September	114.0	112.0	90.2	97.2	169.5	98.7	94.5	

DECLINE CONTINUES IN BANK CLEARINGS

Despite some conspicuous bolstering features in the week's developments, the movement of bank clearings to a lower level was uninterrupted. They reveal persistent immunity to increasing stock market transactions and evidently are inured to the better sentiment that current commercial activity has elicited. With a total for all leading cities in the United States of \$4,763,567,000, this week's bank clearings are 40.9 per cent below those of a year ago for the comparative period. The aggregate for the cities outside of New York of \$1,606,594,000 showed a drop of 35.7 per cent.

Although the greatest decline occurred in the South, the total for New Orleans of \$29,840,000 being 52.2 per cent under last year's figures, the recession was not confined to any one geographical section.

Clearings for this week, as reported to R. G. Dun & Co., with the percentages of change and the average daily figures covering the past three months, are printed herewith:

	1932 This Week	1931 Last Year	Per Cent
Boston	\$228,000,000	\$359,000,000	-36.5
Philadelphia	310,000,000	487,000,000	-36.1
Baltimore	60,590,000	80,327,000	-24.5
Pittsburgh	84,592,000	152,962,000	-44.7
Buffalo	26,800,000	87,200,000	-69.2
Chicago	223,800,000	416,400,000	-46.3
Detroit	64,828,000	128,557,000	-49.8
Cleveland	68,406,000	105,286,000	-35.0
Cincinnati	53,020,000	68,213,000	-22.3
St. Louis	60,000,000	96,900,000	-38.2
Kansas City	67,725,000	94,732,000	-28.5
Omaha	23,858,000	41,497,000	-43.0
Minneapolis	44,489,000	64,719,000	-31.3
Richmond	27,912,000	34,007,000	-17.9
Atlanta	29,900,000	37,800,000	-20.9
Louisville	19,936,000	25,954,000	-23.4
New Orleans	29,840,000	62,410,000	-52.2
Dallas	32,000,000	44,616,000	-28.3
San Francisco	104,300,000	147,400,000	-29.2
Portland	23,006,000	31,834,000	-27.3
Seattle	24,000,000	32,935,000	-27.1
Total	\$1,606,594,000	\$2,497,653,000	-35.7
New York	3,156,973,000	5,574,895,000	-43.4
Total All	\$4,763,567,000	\$8,072,548,000	-40.9
Average Daily:			
February to date	\$827,298,000	\$1,304,757,000	-36.8
January	996,005,000	1,416,018,000	-29.7
December	1,030,163,000	1,511,615,000	-31.7
November	1,160,414,000	1,444,730,000	-18.5

JANUARY INSOLVENCY RECORD HIGH

Commercial defaults with liabilities of \$100,000 or more in each instance, numbered 156 for the month of January. While these failures constituted only five per cent of the total number which was 3,458, their liabilities were about 50 per cent of the entire amount of indebtedness.

In the manufacturing division, a total of 67 large failures occurred, with liabilities of \$19,954,648. The majority of these defaults appear in the second, third, fourth and seventh Federal Reserve Districts. Closely aligned with the manufacturers, trading failures numbered 66, with liabilities of \$19,142,787, thirteen of which were reported for the second Federal Reserve Division, eleven for the third and twelve for the seventh district.

Fewer insolvencies of unusual size occurred in "Other Commercial" lines, a total of 23 being reported having liabilities of \$8,850,205. Six of these failures were in the seventh Federal Reserve District, five in the twelfth and four in the second.

FAILURES BY BRANCHES OF BUSINESS—JANUARY, 1932

Manufacturers	Number			Liabilities	
	1932	1931	1930	1932	1931
Iron, Found. & Nails	20	11	7	\$537,738	\$491,912
Machinery and Tools	55	33	25	2,794,877	27,412,438
Woolens, Carpets &c.	7	10	..	516,300	1,058,267
Cottons, Lace & Hary.	4	1	7	151,239	800,000
Lbr., Bldg. Lines, &c.	82	76	105	6,444,917	3,290,353
Clothing & Millinery	95	84	80	2,599,620	1,150,894
Hats, Gloves & Furs	27	29	19	841,516	475,317
Chemicals and Drugs	15	6	11	582,953	466,000
Paints and Oils....	7	4	3	253,600	31,810
Printing & Engraving	28	21	13	652,477	602,592
Milling & Bakers...	46	32	60	1,124,946	412,359
Leather, Shoes, &c.	25	17	18	1,032,946	427,032
Tobacco, &c.....	12	6	3	710,887	36,901
Glass, Earthenware, &c.	12	11	10	130,174	2,059,467
All Other.....	253	270	319	13,512,083	8,917,475
Total Mfg.....	688	611	680	\$31,679,673	\$47,632,817
Traders					
General Stores....	195	220	136	\$4,957,197	\$6,488,521
Groc. Meat & Fish.	407	350	332	4,960,705	3,247,743
Hotels & Restaurants	111	92	93	7,362,609	5,417,887
Tobacco, &c.....	38	34	28	357,326	416,732
Clothing & Furnishg.	611	490	327	9,705,736	6,925,551
Dry Goods & Carpets	225	244	167	4,571,515	3,806,933
Shoes, Rub. & Trunks	68	122	85	1,082,984	1,177,881
Furniture & Crockery	120	127	98	2,061,007	2,296,590
E'ware, Stor. & Tools	77	89	49	1,312,590	1,133,206
Chemicals & Drugs.	115	113	89	2,210,442	1,119,783
Paints & Oils.....	5	4	8	48,631	35,108
Jewelry & Clocks...	114	111	66	2,818,067	1,819,413
Books & Papers....	37	15	11	555,814	141,087
Hats, Furs & Gloves	22	21	25	473,095	273,506
All Other.....	456	509	399	11,437,134	8,782,018
Total Trading....	2,595	2,541	1,913	\$54,504,792	\$48,070,912
Other Commercial..	175	164	166	10,675,740	3,904,488
Total U. S.	3,458	3,316	2,759	\$96,860,205	\$94,608,212

The different lines of business which reveal the greatest number of failures during January of this year are a reflection in many cases of the reduced spending on the part of the general public. For example, in the manufacturing division, the class embracing clothing and millinery, bakers, shoes, etc. are among the ones showing the sharpest increases in number over the insolvencies in 1931. Machinery and tools, lumber, etc., chemicals and drugs, paints and oils, printing and engraving, tobacco, and glass, earthenware and brick were also notable in their increase over the defaults in the

same divisions in January last year. The indebtedness is in excess of last year's among failures of iron, foundries, etc., lumber and building lines, clothing and millinery, hats, gloves and furs, chemicals and drugs, paints and oils, printing and engraving, milling and bakers, leather, shoes and harness, tobacco, etc., and the classification known as "all other," or the miscellaneous group.

In spite of the fact that the total of defaults in the trading line is greater than that in January, 1931, only eight divisions of business show a larger number of insolvencies than in the same month last year. The increase, therefore, is due to an exceptionally large number in a few lines, namely, groceries, meats and fish, hotels and restaurants and the clothing and furnishings group, which numbers 611, as compared with 490 in the previous year. The groups including tobacco, etc., paints and oils, jewelry and clocks, books and papers and hats, furs and gloves are slightly in excess of last year's totals. General stores defaults decreased in number, as well as dry goods and carpets, shoes, rubbers and trunks, furniture and crockery, hardware, stoves and tools and "all other" or miscellaneous division. The liabilities among trading failures, however, are greatly above those for last year. Twelve of the fifteen separate divisions report increases, the highest of which was among the failures listed as "all other."

LARGE AND SMALL FAILURES—JANUARY

	Manufacturing		\$100,000 & More		Under \$100,000		Average
	No.	Liabilities	No.	Liabilities	No.	Liabilities	
1932	688	\$31,679,673	67	\$19,954,648	621	\$11,725,025	\$18,881
1931..	611	47,632,817	47	99,248,134	564	8,384,683	15,564
1930..	680	19,499,955	52	10,479,164	628	9,020,821	14,364
1929..	614	18,689,895	29	8,512,943	585	8,177,012	13,978
1928..	553	14,870,665	29	7,071,375	524	7,799,290	14,884
1927..	501	19,996,202	25	11,980,750	476	8,015,452	16,839
1926..	510	16,083,950	27	9,497,900	483	6,586,050	13,656
1925..	480	11,909,187	23	5,158,698	457	6,750,489	14,771
1924..	505	28,875,269	38	20,551,017	467	8,324,248	17,325
1923..	490	23,120,095	36	17,510,820	468	8,606,275	12,115
1922..	533	23,165,663	47	15,205,629	496	7,960,084	16,379
1921..	415	21,808,187	41	12,669,951	374	9,138,286	24,424
1920..	140	2,586,859	3	969,739	137	1,617,120	11,804
1919..	180	5,125,067	12	2,545,806	168	2,579,261	15,553
Trading							
1932..	2,595	\$54,504,792	66	\$19,142,787	2,529	\$35,302,005	\$13,988
1931..	2,541	48,070,912	38	13,592,173	2,503	29,478,739	11,777
1930..	1,913	29,813,921	29	9,862,946	1,884	19,950,975	10,690
1929..	1,769	32,023,675	36	12,313,779	1,733	19,709,896	11,373
1928..	1,946	26,445,860	27	6,053,023	1,919	20,392,837	10,627
1927..	1,842	24,530,455	21	2,760,928	1,821	21,769,527	11,955
1926..	1,696	21,511,872	20	8,607,568	1,676	17,904,304	10,683
1925..	1,757	24,654,579	24	4,821,338	1,733	19,833,251	11,444
1924..	1,536	19,525,282	24	4,070,716	1,514	15,454,566	10,208
1923..	1,569	23,306,193	38	6,447,807	1,581	16,858,386	11,011
1922..	2,033	34,171,786	49	8,940,854	1,990	25,230,932	12,679
1921..	1,388	22,594,162	31	6,480,134	1,357	16,114,028	11,875
1920..	381	2,993,219	3	800,000	378	2,693,219	7,125
1919..	438	4,340,455	3	386,000	435	3,954,455	9,091
All Commercial							
1932..	3,458	\$96,860,205	156	\$47,947,642	3,302	\$46,912,563	\$14,813
1931..	3,316	94,608,212	91	64,626,397	3,225	39,981,815	12,398
1930..	2,759	61,185,171	97	29,679,789	2,662	31,508,382	11,825
1929..	2,535	68,877,145	70	24,247,912	2,459	39,029,253	12,049
1928..	2,643	47,634,411	66	17,189,819	2,577	30,444,592	11,814
1927..	2,465	51,290,232	56	19,590,352	2,409	31,699,880	13,156
1926..	2,296	43,651,444	53	18,364,205	2,243	25,287,239	11,278
1925..	2,317	54,354,032	53	26,805,026	2,264	27,549,006	12,168
1924..	2,108	51,272,508	69	26,590,933	2,039	24,681,575	12,105
1923..	2,126	49,210,497	82	25,615,478	2,044	23,598,019	11,544
1922..	2,723	73,795,780	109	38,133,674	2,614	35,662,106	13,643
1921..	1,895	52,136,631	82	24,958,126	1,813	27,178,505	14,991
1920..	569	7,240,032	9	2,558,543	560	6,691,489	8,360
1919..	673	10,736,398	18	3,370,187	655	7,366,211	11,246

SECURITY PRICE GAINS WELL MAINTAINED

by GEORGE RAMBLES

Notwithstanding a few lagging sessions, stocks and bonds on the New York security markets have moved forward substantially this week, under the continued good influence of legislation providing greater flexibility for the currency and rediscount policies of the Federal Reserve system. The pronounced upswing which began in the two final trading sessions of last week produced its own corrective, as the gains were too precipitate. There were see-saw swings early this week, but a renewed sense of confidence swept through the country and caused fresh buying enthusiasm in the midweek dealings, and stocks and bonds resumed their advance.

As always happens on the occasion of any pronounced reversal of sentiment, all attention was centered on stock trends. These were, indeed, highly favorable. After the first burst of enthusiasm the movement was restrained, with the buying on the recessions of the most impressive nature. Equally significant, however, was a steady upward movement in United States government bonds and other leading issues in the senior classifications. Commodity markets also followed a general upward trend.

The first upward movement late last week was rather violent, stocks gaining from two to fourteen points, and bonds from one to nine points in a single session. All conditions favored this trend, and its extent was not surprising in view of the degree to which the deflation had been carried in month after month of the past two years. A heavy short interest in the market rushed to cover as signs of betterment appeared, and this helped the advance materially.

A reaction last Monday appeared natural in the circumstances, and the drop in stocks caused no great concern. It was apparent, on the basis of the continued advance in bonds, that real sentiment was still favorable. Resumption of the forward movement Tuesday carried levels to the best figures of the current year, and the general tone has remained distinctly hopeful in most subsequent trading.

Unfavorable indications were not lacking, but the market coped with these far more easily

Legislation designed to broaden Federal Reserve rediscount base meets with general approval. Reaction follows initial sharp spurt but selling is of only moderate intensity. Dividend action of Southern Pacific and copper mining companies unsettled market slightly. Corporation and government bonds strong.

than at any time in the past year. Omission of dividends, Monday, by the International Nickel Company and the Kennecott Corporation—two of the largest mining organizations in the world—was disturbing. Even more unsatisfactory was the announcement, Wednesday,

that the Southern Pacific directors had decided to defer action on the dividend due at this time. The announcement after the close of the market represented the first instance of its kind by the Southern Pacific Company since 1905.

The stock market wavered to a degree under these blows, but the underlying strength made itself manifest on every occasion, and the real investment buying carried levels slowly higher. The indications Thursday were impressively favorable. Announcement in London that the Bank of England had reduced its discount rate from 6 to 5 per cent, and the Swedish and Norwegian banks from 6 to 5½ per cent, demonstrated conclusively that the move for stopping deflation is international in scope. Although rail stocks staggered under the Southern Pacific development, other sections of the market swept forward and soon even the rails joined the advance.

In the bond market the sensational upward swing of United States government issues held the attention of traders and bankers. The depressed prices of these premier investments of the world had caused pressure on all other sections of the market, but with higher prices the entire market lifted readily. In government bonds also a large short interest existed and as the credit legislation developed and action was taken to balance the budget, shorts began to cover and the improvement reached large proportions.

Daily transactions in stocks and bonds on the New York Stock Exchange compare with last year as follows:

Week Ending Feb. 17, 1932	Stocks		Bonds	
	This Week	Last Year	This Week	Last Year
Thursday	2,600,000	2,900,000	\$9,576,000	\$9,825,000
Friday	2,626,200	1,100,000	9,609,000	5,542,000
Saturday	2,000,000	8,200,000	14,766,000	8,630,000
Monday	2,500,000	4,000,000	12,998,000	8,309,000
Tuesday	2,300,000	2,800,000	12,526,000	9,265,000
Wednesday				
Total	12,026,200	14,000,000	\$59,475,000	\$41,571,000
* Holiday				

LEATHER TRADING EXPANDS

by FRANK O. PRATT

There is better general sentiment in the domestic packer hide market. Following the initial trading in big packers upon the resumption of normal relations of buyers and sellers, tanners, almost up to the close of last week, reduced their bids $\frac{1}{2}$ c. for nearly all varieties. Big tanners resumed active operations at last prices and, as salting was mostly December, with some lines well into January, prices paid actually were firmer from a standpoint of quality.

Around 400,000 hides were absorbed and further orders were noted. With packers' bookings added, it is thought that half a million hides were sold. Prices were $6\frac{1}{2}$ c. for native, butt branded and heavy Texas steers; 6c. for extreme light native steers and light native cows; $5\frac{3}{4}$ c. for light Texas steers; $5\frac{1}{2}$ c. for heavy native and branded cows and extreme light Texas steers; and $3\frac{3}{4}$ c. for a few January-February native bulls.

Calfskins, for the first time in months, display a somewhat better tone, although Western packers seem unable, as yet, to move round lots. One small sale was reported of a car of St. Paul packers for export to Japan at 8c., but the general market is considered to range nominally from 7c. to $7\frac{1}{2}$ c. Chicago city hides have been kept steadily absorbed at $5\frac{1}{2}$ c. for 8 to 10 and $6\frac{1}{2}$ c. for 10 to 15-pound weights, and there are further orders at these rates. The general demand favors the heavier skins in all markets, domestic and foreign, which is, of course, a reflection of leather conditions. In New York, the three weights of collectors' skins are firm at 50c., 65c. and \$1.25 to \$1.30, with packers' quotations for the same weights about 10c. higher. The low levels to which calf values declined affected kip prices.

General trading in upper leathers shows expansion. The low prices ruling on many lots of calf are carrying influence to other lines of upper. This is felt mostly in smooth side upper and elk finishes held up relatively better in price because of the demand for these in the making of sports shoes for which there is a continued steady call. A Western tannage of small full grain, extreme hide, elk sides, 12 to 18 feet and mostly 12 to 16 feet, sells

Tanners again in the market, with sales reaching nearly half a million hides, in the face of strengthening prices. Slight advance recorded for calfskins for first time in many months. Trading in upper leather has increased, demand being quite strong for patents in the better grades. Gain in output of men's shoes.

at $16\frac{1}{2}$ c., $14\frac{1}{2}$ c., $12\frac{1}{2}$ c. and 11c. in four grades. Numerous offerings are reported of so-called blacks, table run of calf and chiefly in lighter weights, within a range of 15c. to 17c., although there is plenty of leather that sells higher than this. As a rule, colors command 4c. to 5c. premium

over blacks in any run of leather. A feature of late is the expanding demand for patent leather in the better grades; for the moment, there seems an unmistakable trend toward shiny leather for quality shoe work. Trade in lower-priced selections keeps steady around a level of 14c. for stitchdown work, but there is fear that the reduced rates at which many lots of black calf are obtainable may cut down sales of patent to this source.

There has been a slightly better feeling and a tightening of prices for sole leather. Shipments of backs and bends are going forward steadily to sole cutters and shoe manufacturers. While sellers seem firm, it is a difficult matter to get users to pay at all. This same condition is witnessed in finders' leather. Backs, tannery run, are talked 31c. up to 34c., but actual sales of union trim do not exceed 30c., and there is plenty of leather to be had at less, although this is coincident with quality.

A wide range of prices is talked of on factory bends, anywhere from 34c. to 39c. and even to 40c. asked. In offal, light bellies keep in best demand with a 12c. to 15c. range to cover tannage. Activity and strength developed for double oak rough

shoulders, with sales of No. 1 welting selection in both the Boston and New York markets at $25\frac{1}{2}$ c. and 25c. to 26c. The call is for light and light medium weights, which are reported scarce. Footwear production shows a steady increase. Most of the prevailing business is in women's lines, though the increase in the manufacture of men's shoes is encouraging. There is larger cutting of patent leather for women's better-grade shoes, although kid is hard to displace in popularity. Producing centers for men's footwear are doing better from a production and sales standpoint than for some time past. With Spring and early Summer nearer, more attention is expected to be paid by buyers for "style" shoes in colors.

BUSINESS CONDITIONS — REPORTED BY

ATLANTA Sales of dry goods and notions at wholesale continue fair, but profits are small. As there has been but little activity in building, sales of lumber and hardware have fallen considerably below the normal level for this period of the year. Retail trade is of moderate proportions, with the demand largely for cheap merchandise. Department stores are offering advanced Spring styles, with a fair response reported.

BALTIMORE The government's plan to ease the credit situation is expected to benefit trade generally, but the improvement doubtless will be gradual. Most of the heavy industries still are operating on greatly reduced schedules, and concerns which specialize in life's necessities and staples are believed to have the better prospects for early business recovery.

BOSTON Although sentiment appears to be improving each week, the actual volume of business has not increased to any appreciable extent. Packers have purchased heavily of hides, and futures have turned upward. Present quotations are at a low point, and an upward trend is expected. The shoe centers report a considerable increase in the number of orders, and many factories have more business on their books than at this time last year.

Heavy sales of cotton goods were reported during January, and print cloth prices have advanced steadily. Buyers are hesitating to pay the increased prices, and the market is somewhat slower. New England mills are purchasing extra staple raw cotton in moderate volume, and inquiry indicates a continuation of the demand, which is centered principally on medium counts of weaving yarns.

BUFFALO Movement of seasonable goods has been stimulated, to some extent, by cooler weather; but there is, as yet, little demand beyond current needs. There is some activity in the buying of women's apparel, the demand being largely for popular-priced merchandise. The primary markets are in a kind of listless state, and wholesalers show no disposition to enlarge inventories. Furniture and house furnishings show little activity.

CINCINNATI Pending the opening of "Spring Market Week" on February 22, jobbers and wholesale houses find trade quiet. Recent advances in the price of printed cotton fabrics have been sustained and future commitments are being placed with more confidence. Sales made during the month of February exceeded those of January, and further gains should develop as the season advances.

While orders have been irregular from automobile manufacturers, new business has been of sufficient volume to sustain production in the ma-

chine tool industry on a twenty-five hour basis, with reduced forces. Inquiries have been more frequent and some replacement business is in prospect.

CLEVELAND Slight gains in retail trade made during the week were primarily in the lines of late Winter and Spring necessities. Heavy outer garments are fairly well cleaned out, and lighter-weight merchandise generally is on display. Dry goods, millinery, hats and caps, and shoes feel the reflex of the same trend.

A few concerns put on additional workmen during the week, notably a leading railroad shop. Aside from this, the principal activity continues to be in the automotive fields. Demand for iron ore continues quiet, and the coal trade is dull.

DENVER Both retail and wholesale trade continue sluggish. The Western Silver Conference opened in Denver on February 15, and in some local business circles the success of this conference is hoped for as a stimulant to trade. Local business leaders regard the future with a note of cheerfulness, but do not anticipate any immediate improvement.

DETROIT Retail trade is beginning to reflect the better weather conditions, with seasonable merchandise moving fairly well, though still below the total, in units and dollars, of a year ago. The recent announcement of the leading automotive manufacturers in the low-priced field of an early resumption of large scale manufacturing is taken as a basis for hope of a measurable revival in all lines, which may mark the beginning of a progressive upturn in trade.

Confidence in the immediate future is growing daily, not only in the automobile industry but in miscellaneous manufacturing as well. Unemployment was decreased by more than 2,000 last week, the benefit of which, will be felt in trade almost immediately.

KANSAS CITY Wholesalers of dry goods, hardware, drugs and groceries report that the month, to date, has shown a little more strength than for the first two weeks in January. "Market Week" was very well attended; while orders were numerous, they were for smaller amounts, although it is stated that both the unit and the dollar volume was in favorable comparison with that of a year ago.

The best sales are reported for women's garments and millinery; most manufacturers of these lines express satisfaction with the volume of business booked. The wheat market continues slightly stronger.

LOS ANGELES Local manufacturers of women's wear, in most instances, are not yet on full production of Spring lines; due to extremely low stocks, a

DISTRICT OFFICES OF R. G. DUN & CO.

good season is expected. At wholesale, groceries, paper and stationery appear to be making the best showing.

Industrial plants are maintaining light schedules, although a more favorable attitude is evidenced; in some instances, orders are being placed for future delivery at strengthened prices.

LOUISVILLE Indications of betterment in the local business situation are growing more numerous each week. Although gains are small, they are being held, in most instances. Sales of automobile tires are continuing the good record of January, owing to the favorable weather; the latter, however, has retarded the movement of rubber footwear.

MEMPHIS Unfavorable weather conditions continue to aggravate business in nearly all lines, by making early agricultural preparations almost impossible, and causing anxiety about flood conditions in the lowland areas. Buying continues restricted to barest necessities, while lack of normal Winter weather has lessened demand for seasonal items, without, as yet, stimulating the inclination to buy Spring items. Cotton is being sold slowly, and without much improvement in price, while little progress has been possible in saving the unpicked remnant.

NEWARK Retail trade, taken as a whole, is hardly up to expectations for the season. It is retarded, to some extent, by unusual weather and high temperatures. The demand for shoes and footwear generally is fairly sustained, although at prices constantly finding lower levels. Sales of heavy overcoats and clothing for men are light.

OMAHA The practically impassable roads in the country district have slowed down retail trade in the smaller centers. Retailers in the larger points have been completing their inventories, and are holding sales, which are fairly well patronized.

PITTSBURGH Some of the leading department stores are transacting a somewhat larger volume of business, due principally to special sales and extensive advertising. The movement of heavy clothing and other seasonable merchandise has been slow, but reduced prices are being offered in an effort to reduce stock, before the Spring goods will have been received.

PORTLAND, Ore. Energetic efforts on the part of retailers to stimulate trade continue. The annual automobile show is in progress, and has aroused much interest. Prospects in the wheat and livestock areas have been improved by snow and rain. Orders continue to exceed production in the lumber industry.

ROCHESTER A good increase in the retail sales of apparel has been noted since the first of the current month, and cold weather is aiding merchants to liquidate their inventories. January reports on factory employment remained approximately at the December, 1931, level. Employment in shoe and men's clothing factories was markedly above the December record.

ST. LOUIS The outlook in the local textile trade appears to be a little more favorable, and orders of fair amounts are being received for early Spring shipment, but the season is expected to be short. Manufacturers of heavy chemicals and drugs are experiencing only a fair business, as is the case with the paper supply houses and manufacturers of paper products, whose reports indicate that little improvement is expected before early Spring. Flour mill operations remain at last week's level, but there has been a slight recovery in the livestock market.

SAN FRANCISCO General business in this district continues at a satisfactory rate. As the per capita earning power here is somewhat higher than for the country, as a whole, the effects of the commercial recession have been felt less keenly. Conditions have improved markedly in the surrounding territory, due to the heavy rains and the abundance of water for irrigation purposes. It now is expected that the agricultural groups will have a satisfactory year.

SEATTLE Cold weather and abnormal snowfall created a good demand for rubber footwear and Winter garments, but it did not last sufficiently long for stocks to be cleared and there is some carry-over in these lines.

TOLEDO Business conditions and the general trade tone show a slight upward turn, as compared with the last few weeks. The wholesale shoe trade reports indicate numerous liquidations of retail stocks, with a consequent paying up of old accounts and prospects of moderate buying. The same applies to the wholesale distribution of dry goods and drug sundries.

TWIN CITIES (Minneapolis-St. Paul) There are no visible indications of any further retrogression in the general business situation and there are some factors indicative of possible betterment soon. Country merchants visited the cities for "Twin City Trade Week" in numbers sufficient to materially increase registration over that of last year. Some jobbers made unexpectedly good sales, and all are agreed that visitors were largely hopeful as to the immediate future.

WEEKLY QUOTATION RECORD OF

The effect of the legislation to broaden the classes of paper eligible for rediscounting purposes by Federal Reserve banks, thus expanding the cur-

rency limits, strengthened confidence sufficiently to bring about an almost immediate recovery in some of the commodity markets. With the exception of

	Net Change	This Week	Last Week	Last Year		Net Change	This Week	Last Week	Last Year
FOODSTUFFS									
BEANS: Pea, choice.....100 lbs	2.75	2.75	5.25		FAS Plain Red Gum,				
Red kidney, choice..... " -15	2.85	3.00	9.50		4/4".....per M ft.	76.00	76.00	85.00	
White kidney, choice..... " -15	4.75	4.75	7.25		FAS Ash 4/4".....	71.00	71.00	82.00	
COFFEE: No. 7 Rio.....lb - 1/2	7 1/2	7 1/2	6 1/4		FAS Poplar, 4/4", 7 to				
Santos No. 4..... " 9	9	9	9 1/4		17"..... " " "	80.00	80.00	105.00	
DAIRY:					Beech, No. 1 Common,				
Butter, creamery, extra.....lb + 3/4	22 1/2	21 1/2	28 1/2		4/4"..... " " "	45.00	45.00	50.00	
Cheese, N. Y., fancy..... " + 1/2	16 1/2	16	17		FAS Birch, Red 4/4".....	80.00	80.00	110.00	
Eggs, nearby, fancy.....doz + 1/2	24	23 1/2	27		FAS Cypress, 1".....	77.00	77.00	82.50	
Fresh, gathered, extra firsts.....	19	19	21		FAS Chestnut, 4/4".....	65.00	65.00	75.00	
DRIED FRUITS:					No. 1 Com. Mahogany,				
Apples, evaporated, fancy.....lb	9 1/2	9 1/2	8		(African), 4/4"..... " " "	150.00	150.00	155.00	
Apricots, choice..... " 9 1/2	17	17	18		FAS H. Maple, 4/4".....	65.00	65.00	85.00	
Citron, imported..... " 11 1/4	18	16	14		Canada Spruce, 2x4".....	25.00	25.00	32.50	
Currants, cleaned, 50-lb. box.....	17 1/2	17 1/2	16		N. C. Pine, 4/4", Edge				
Lemon Peel, Imported..... " 7	5	5	7 1/2		Under 12" No. 2 and				
Orange Peel, Imported..... " 17 1/2	17 1/2	17 1/2	16		Better..... " " "	38.00	38.00	46.50	
Peaches, Cal. standard..... " 7	7	7	7 1/2		Yellow Pine, 8x12"..... " " "	43.00	43.00	60.00	
Prunes, Cal. 40-50, 25-lb. box.....	5	5	7		FAS Basswood, 4/4".....	63.00	63.00	76.00	
FLOUR: Spring Pat.....198 lbs	4.35	4.35	5.00		Douglas Fir, Water				
Winter, Soft Straight..... " +15	3.45	3.30	4.00		Ship, c. l. f., N. Y.,				
Fancy Minn. Family..... " -5	5.25	5.30	6.30		2x4, 18 feet..... " " "	20.50	20.50	27.00	
GRAIN: Wheat, No. 2 R.....bu - 1 1/2	74 1/2	73 1/2	95		Cal. Redwood, 4/4".....	66.00	66.00	75.00	
Corn, No. 2 yellow..... " - 1 1/2	50 1/2	49 1/2	81 1/2		North Carolina Pine				
Oats, No. 3 white..... " - 1 1/2	35 1/2	35	41 1/2		Roofers, 18/16x6"..... " " "	21.50	21.50	25.50	
Rye, No. 2, F.O.B..... " - 6	60 1/2	60 1/2	42 1/2		NAVAL STORES: Pitch.....bbl	5.00	5.00	7.00	
Barley, malting..... " - 1 1/2	63 1/2	62	57 1/2		Rosin "B"..... " +10	3.25	3.15	4.35	
Hay, No. 1.....100 lbs	95	95	1.40		Tar, kiln burned..... " 10.00	10.00	10.00	13.00	
HOPS: Pacific, Pr. '30.....lb	18	18	22		Turpentine, carlots.....gal + 1 1/2	39 1/2	38 1/4	44 1/2	
MOLASSES AND SYRUP:					PAINTS: Litharge, com'l Am. lb	12	12	13 1/2	
Blackstrap.....bbl.....gal	9 1/2	9 1/2	12		Red Lead, dry.....100 "	12	12	13 1/2	
Extra Fancy..... " 54	54	54	54		White Lead in Paste.....lb	12	12	13 1/2	
FEAS: Yellow split, dom. 100 lbs	5.00	5.00	4.50		" dry..... " 12	12	12	13 1/2	
PROVISIONS, Chicago:					Zinc, American..... " 6 1/2	6 1/2	6 1/2	6 1/2	
Beef Steers, best fat.....100 lbs	10.50	10.50	11.00		" F. P. R. S..... " 9 1/2	9 1/2	9 1/2	9 1/2	
Hogs, 220-250 lb. ts..... " 3.80	3.80	3.80	7.00		ADVANCES 2; DECLINES 0.				
Lard, N. Y., Mid. W..... " +10	5.20	5.10	8.20		HIDES AND LEATHER				
Pork, mess.....bbl	16.50	16.50	26.50		HIDES, Chicago:				
Lamb, best fat, natives.....100 lbs +25	6.25	6.00	9.00		Packer, No. 1 native.....lb - 1/2	6 1/2	7	7	
Sheep, fat ewes..... " 3.00	3.00	3.00	4.75		No. 1 Texas..... " - 1/2	6 1/2	7	7	
Short ribs, sides l'ns..... " 5.75	5.75	5.75	10.75		Colorado..... " - 1/2	6	6 1/2	6 1/2	
Bacon, N. Y., 140 down.....	7 1/2	7 1/2	13		Cows, heavy native..... " - 1/2	5 1/2	5 1/2	6	
Hams, N. Y., 18-20 lb..... " 11	11	11	18 1/2		Branded cows..... " - 1/2	5 1/2	6	6	
Tallow, N. Y., sp. loose..... " - 1/2	2 1/2	2 1/2	8 1/2		No. 1 buff hides..... " - 1/2	4 1/2	5	5 1/2	
RICE, Dom. Long grain, Fancy lb	4 1/2	4 1/2	6		No. 1 extremes..... " - 1/2	5 1/2	5 1/2	6 1/2	
Blue Rose, choice..... " 3 1/2	3 1/2	3 1/2	3 1/2		No. 1 kip..... " - 1/2	5 1/2	6 1/2	7 1/2	
Foreign, Japan, fancy..... " 3 1/2	3 1/2	3 1/2	3 1/2		No. 1 calfskins..... " - 1/2	5	6 1/2	9	
SPICES: Mace, Banda No. 1.....lb	39	39	55		Chicago city calfskins..... " - 1/2	6	6 1/2	13	
Cloves, Zanzibar..... " 13	13	13	28		LEATHER:				
Nutmegs, 1055-1105..... " 13	13	13	16 1/2		Union backs, t.r.....lb	30	30	28	
Ginger, Cochin..... " 6 1/2	6 1/2	6 1/2	11 1/2		Scoured oak-backs, No. 1.....	34	34	34	
Pepper, Lampong, black..... " 10 1/2	10 1/2	10 1/2	11 1/2		No. 2 butt bends..... "	45	45	52	
" Singapore, white..... " 13 1/2	13 1/2	13 1/2	20 1/2		ADVANCES 0; DECLINES 10.				
" Mombasa, red..... " 16 1/2	16 1/2	16 1/2	18 1/2		TEXTILES				
SUGAR: Cent. 96.....100 lbs +6	3.00	2.94	3.30		BURLAP, 10 1/2-oz. 40-in.....yd	4 1/2	4 1/2	5 1/2	
Fine gran., 'n bbls..... " 4.15	4.15	4.15	4.50		8-oz. 40-in..... " - 1/2	3 1/2	3 1/2	4 1/2	
TEA: Formosa, standard.....lb	11	11	14		COTTON GOODS:				
Fine..... " 21	21	21	22		Brown sheetings, stand.....yd	5 1/2	5 1/2	8 1/2	
Japan, basket fired..... " 12	12	12	15		Wide sheetings, 10-4.....	42	42	50	
Congou, standard..... " 11	11	11	12		Bleached sheetings, stand.....	13	13	14	
VEGETABLES: Cabbage (nearby)					Medium..... " 9	9	9	9 1/2	
bakt..... " 80	80	80	1.50		Brown sheetings, 4 yd..... "	4 1/2	4 1/2	8 1/2	
Onions (Jersey), Yel.....bakt +25	2.00	1.75	85		Standard print..... " 6 1/2	6 1/2	6 1/2	7 1/2	
Potatoes, L. I.....180-lb. sack	2.00	2.00	3.50		Brown drills, standard..... "	5 1/2	5 1/2	8 1/2	
Turnips, Can., Rutabaga....bag	50	50	1.15		Staple ginghams..... " 6	6	6	8	
ADVANCES 13; DECLINES 4.					Print cloths, 38 1/2-in. 64x60..	3 1/2	3 1/2	5 1/2	
BUILDING MATERIALS					Hose, belting, duck..... " 18 1/2	18 1/2	18 1/2	24	
Brick, N. Y., delivered....1000	10.50	10.50	15.00		HEMP: Midway, Fair Current..lb	4 1/2	4 1/2	5	
Portland Cement, N. Y., Tri.					JUTE: first marks..... "	3 1/2	3 1/2	3 1/2	
loads, delivered.....bbl	1.66	1.66	2.60		RAYON:				
Chicago, carloads..... " 85	85	85	1.95		Den.				
Philadelphia, carloads..... " 2.35	2.35	2.35	2.50		a 150 22-32.....	75	75	95	
Lath, Eastern spruce.....100	4.25	4.25	3.65		b 150 40.....	1.00	1.00	1.60	
Lime, hyd., masons, N. Y.....ton	12.00	12.00	14.00		a Viscose Process. b Cellulose				
Shingles, Cyp., Pr. No. 1.....1000	8.25	8.25	10.00		Acetate.				
Red Cedar, Clear, rail..... "	2.80	2.80	3.66		SILK: Italian Ex. Clas. (Yel.) lb.	2.20	2.20	2.75	
LUMBER:					Japan, Extra Crack..... " -5	1.93	1.98	2.75	
White Pine, No. 1 Barn,					WOOL, Boston:				
1x4".....per M ft.	52.00	52.00	55.50		Average, 25 quot.....lb	36.70	36.70	42.38	
FAS Quartered Wh. Oak, " " "	189.00	189.00	154.00		Ohio & Pa. Fleeces:				
FAS Plain Wh. Oak, " " "	110.00	110.00	115.00		Delaine Unwashed..... "	23 1/2	23 1/2	29 1/2	
4/4"..... " " "					Half-Blood Combing..... "	23	23	28	
					Half-Blood Clothing..... "	20	20	25	
					Common and Braid..... "	17	17	17	

WHOLESALE COMMODITY PRICES

coffee, nearly all the foodstuffs were marked higher, advances being particularly marked in dairy products, provisions, vegetables, flour and grains. In

sharp contrast to the 4 advances and 20 declines in last week's compilation, the foodstuffs group had a total of 13 advances and only 4 declines.

	Net Change	This Week	Last Week	Last Year		Net Change	This Week	Last Week	Last Year
Mich., and N. Y. Fleeces:					Soda ash, 58% light.....100 lbs	1.05	1.05	1.00	
Delaine Unwashed.....lb	21	21	26		Soda benzoate.....lb	40	40	40	
Half-Blood Combing....."	22	22	26		ADVANCES 0; DECLINES 0.				
Half-Blood Clothing....."	19	19	23		METALS				
Wis., Mo., and N. E.:					Pig Iron: No. 2X, Ph.....ton	15.64	15.64	17.76	
Half-Blood....."	20	20	22		No. 2 valley furnace....."	-50	15.00	15.50	
Quarter-Blood....."	19	19	22		Bessemer, Pittsburgh....."	-50	17.39	17.89	
Southern Fleeces:					No. 2 South Cincinnati....."		13.82	13.82	
Ordinary Mediums....."	19	19	20		Billets, rerolling, Pittsburgh....."		27.00	27.00	
Ky., W. Va., etc.; Three-eighths					Forging, Pittsburgh....."	-1.00	33.00	34.00	
Blood Unwashed....."	25	25	26		Wire rods, Pittsburgh....."		37.00	37.00	
Quarter-Blood Combing....."	22	22	25		O-h rails, hy., at mill....."		43.00	43.00	
Texas, Scoured Basis:					Iron bars, Chicago.....100 lbs	1.70	1.70	1.70	
Fine, 12 months....."	53	53	64		Steel bars, Pittsburgh....."	1.50	1.50	1.65	
Fine, 8 months....."	46	46	60		Tank plates, Pittsburgh....."	1.50	1.50	1.65	
California, Scoured Basis:					Shapes, Pittsburgh....."	1.50	1.50	1.65	
Northern....."	46	46	55		Sheets, black No. 24, Pitts-				
Southern....."	45	45	50		burgh....."	2.15	2.15	2.35	
Oregon, Scoured Basis:					Wire Nails, Pittsburgh....."	1.95	1.95	1.90	
Fine & F. M. Staple....."	54	54	64		Barb Wire, galvanized, Pitts-				
Valley No. 1....."	48	48	57		burgh....."	2.60	2.60	2.55	
Territory, Scoured Basis:					Galv. Sheets No. 24, Pitts-				
Fine Staple Choice....."	57	57	65		burgh....."	2.75	2.75	2.90	
Half-Blood Combing....."	52	52	60		Coke, Connellsville, oven.....ton	2.25	2.25	2.50	
Fine Clothing....."	45	45	57		Furnace, prompt ship....."	3.50	3.50	3.50	
Pulled: Delaine....."	63	63	73		Foundry, prompt ship....."	22 1/2	22 1/2	22 1/2	
Fine Combing....."	58	58	55		Aluminum, pig (ton lots).....lb	6 1/2	6 1/2	6 1/2	
Coarse Combing....."	40	40	40		Antimony, ordinary....."	3 1/2	3 1/2	3 1/2	
California AA....."	60	60	70		Copper, electrolytic....."	+ 1/4	6 1/2	6 1/2	
WOOLEN GOODS:					Zinc, N. Y....."	3 1/2	3 1/2	3 1/2	
Standard cheviot, 14-oz.....yd	1.70 1/2	1.70 1/2	1.46		Lead, N. Y....."	3 1/2	3 1/2	3 1/2	
Serge, 11-oz....."	1.35	1.35	1.75		Tin, N. Y....."	+ 1/2	22 1/2	21 1/2	
Serge, 16-oz....."	2.00	2.00	2.25		Tinplate, Pittsburgh, 100-lb. box	4.75	4.75	5.00	
Fancy cassimere, 13-oz....."	1.57	1.57	1.82 1/2		ADVANCES 2; DECLINES 3.				
36-in. all-worsted serge....."	45	45	47 1/2		MISCELLANEOUS				
36-in. all-worsted Pan....."	45	45	47 1/2		COAL: f.o.b. Mines.....ton				
Broadcloth, 54-in....."	2.50	2.50	3.00		Bituminous:				
ADVANCES 0; DECLINES 2.					Navy Standard....."	1.90	1.90	2.10	
DRUGS AND CHEMICALS					High Volatile, Steam....."	1.25	1.25	1.25	
Acetanilid, U.S.P., bbls.....lb	36	36	36		Anthracite, Company:				
Acid, Acetic, 28 deg.....100 lbs	2.60	2.60	2.60		Stove....."	7.94	7.94	8.20	
Carbolic, cans....."	17	17	17		Egg....."	7.69	7.69	8.85	
Citric, domestic.....lb	37 1/2	37 1/2	40 1/2		Nut....."	7.69	7.69	6.85	
Muriatic, 18.....100 lbs	1.00	1.00	1.00		Pea....."	5.69	5.69	4.45	
Nitric, 52....."	6.50	6.50	6.50		DYESTUFFS—Bi-chromate				
Oxalic, spot.....lb	10 1/4	10 1/4	11		Potash, am.....lb	8	8	9	
Sulphuric, 60.....100 lbs	55	55	55		Cochineal, silver....."	46	46	52	
Tartaric crystals....."	27 1/2	27 1/2	31		Cutch, Rangoon....."	9 1/2	9 1/2	10 1/2	
Fluor Spar, acid, 98%.....ton	38.50	38.50	38.50		Gambier, Plantation....."	8 1/2	8 1/2	7 1/2	
Alcohol, 190 proof U.S.P.....gal	2.37	2.37	2.55 1/2		Indigo, Madras....."	1.25	1.25	1.25	
" wood 95%....."	44	44	44		Prussiate potash, yellow....."	18 1/2	18 1/2	18 1/2	
" denatured, form 5....."	31 1/2	31 1/2	39		FERTILIZERS:				
Alum, lump.....lb	2.25	2.25	3.30		Bone, ground steamed, 1 1/4,				
Ammonia, anhydrous....."	15 1/2	15 1/2	15 1/2		am., 60% bone phosphate.				
Arsenic, white....."	4	4	4		Chicago.....ton	25.00	25.00	28.50	
Balsam, Copaiba, S. A....."	18	18	24		Muriate potash, 80%....."	37.15	37.15	37.15	
Eir, Canada.....gal	10.00	10.00	11.00		Nitrate soda.....100 lbs	1.77	1.77	2.07	
Peru....."	95	95	1.50		Sulphate ammonia, do-				
Bicarbonate Soda, Am.....100 lbs	2.54	2.54	2.64		matic, delivered....."	1.10	1.10	1.10	
Bleaching powder, over					Sulphate potash, bs. 90%.....ton	48.25	48.25	48.25	
84%....."	2.00	2.00	2.00		OILS: Coconut, Spot, N.Y.....lb	3 1/2	3 1/2	4 1/2	
Borax, crystal, in bbl.....lb	2 1/2	2 1/2	2 1/2		China Wood, bbls, spot....."	7 1/2	7 1/2	6 1/2	
Brimstone, crude domestic.....ton	18.00	18.00	18.00		Cod, Newfoundland.....gal	28	28	48	
Calomel, American.....lb	1.51	1.51	1.94		Corn, crude Mill.....lb	3 1/2	3 1/2	7 1/2	
Camphor, slabs....."	49	49	55		Cottonseed, spot....."	4	3 1/2	7 1/2	
Castile Soap, white.....case	15.00	15.00	15.00		Lard, Extra, Winter st....."	7	7	9 1/2	
Castor Oil No. 1.....lb	10	10	11		Linseed, city raw, carlots....."	6 1/2	6 1/2	9	
Cauatic Soda, 76%.....100 lbs	2.25	2.25	2.25		Neatsfoot, pure....."	8 1/2	8 1/2	11	
Chlorate potash.....lb	8	8	8		Rosin, first run.....gal	47	47	36	
Chloroform, U.S.P....."	25	25	25		Soya-Bean, tank, cars, M. W.....lb	1.58	1.58	1.67 1/2	
Cocaine, Hydrochloride.....oz	8.50	8.50	8.50		Petroleum, Pa., cr., at well.....bbl	17	17	17	
Cream Tartar, domestic.....lb	19 1/4	19 1/4	23 1/2		Kerosene, wagon, delivery.....gal	12 1/2	12 1/2	12 1/2	
Epsom Salts.....100 lbs	2.25	2.25	2.25		Gas's auto in gar., st. bbls....."	3	3	3 1/2	
Formaldehyde.....lb	6	6	6		Wax, ref. 125 m. p.....lb	53.00	53.00	62.00	
Glycerine, C. P. in drums....."	11 1/2	11 1/2	12 1/2		PAPER: Newsroll Contract.....lb	5 1/2	5 1/2	5 1/2	
Gum-Arabic, Amber....."	6 1/2	6 1/2	10 1/2		Book, S. & S. C....."	4 1/2	4 1/2	10	
Benzoin, Sumatra....."	21	21	34		Writing, tub-sized....."	4 1/2	4 1/2	4 1/2	
Gamboge, pipe....."	75	75	80		No. 1 Kraft....."	2.00	2.00	2.40	
Shellac, D. C....."	38	38	40		Sulphite, Domestic, bl.....100 lbs	15	15	15	
Tragacanth, Aleppo lat....."	1.05	1.05	1.35		Old Paper No. 1 Mix....."	37.50	37.50	37.00	
Licorice Extract....."	18	18	18		PLATINUM				
Powdered....."	33	33	33		RUBBER: Up-River, fine.....lb - 1/2	5	5 1/2	9	
Menthol, Japan, cases....."	3.25	3.25	3.75		Plan, 1st Latex, crude....."	4 1/2	4 1/2	7 1/2	
Morphine Sulp., bulk.....oz	7.95	7.95	8.95		ADVANCES 1; DECLINES 2.				
Nitrate Silver, crystals....."	23 1/4	23 1/4	21 1/4		TOTAL ADVANCES				
Nux Vomica, powdered.....lb	7 1/2	7 1/2	8		TOTAL DECLINES				
Opium, jobbing lots....."	12.00	12.00	12.00			18	8	19	
Quinine, 100-oz. time.....oz	40	40	40			21	34	44	
Rochelle Salts.....lb	16	16	19						
Sal ammoniac, lump, imp....."	10 1/4	10 1/4	10 1/4						
Sal soda, American.....100 lbs	90	90	90						
Saltpetre, crystals....."	7 1/4	7 1/4	7 1/4						
Sarsaparilla, Honduras.....lb	42	42	42						



Courtesy The Hayward Company

STEEL INDUSTRY TURNS UPWARD

by RAYMOND BRENNAN

Prospects for the steel industry are somewhat brighter. The dull period existing at the close of 1931, when operations in steel-making had dropped as low as 20 per cent of normal, in some districts, was relieved somewhat during January, although the seasonal increase did not reach the proportion for which hopes had been maintained.

The rate of output for early February ranged around 26 to 28 per cent, with a considerable spread in operating rate of the various units, some few departments reaching a peak of 40 per cent. The automobile manufacturers have been fairly active in assembling work since the beginning of the year. Although the aggregate is less than normal, the total is sufficient to create a market improvement in the industry, as compared with conditions during the closing months of the old year.

While steel ingot production in January registered a gain of 12.2 per cent over that of December, based on the daily rate, only a slight betterment was needed to exceed that record. For, the steel industry made a poor showing in 1931. Both production and earnings declined, with demand allowing little encouragement, and prices reflecting selling volume close to actual cost. In fact, operations resulted in a deficit in many instances.

Production for January showed a moderate gain over the record for December, the daily rate of steel ingot output increasing by 12.2 per cent. The greater stability of the price structure is reassuring and encouragement for an early revival of confidence is provided by proposed loans and the railroad pay cuts.

From April to October, a steady decline in output was noted, the average at no time exceeding 50 per cent in the Pittsburgh district. During November, a slight gain developed, ingot tonnage reaching 30.01 per cent of capacity. Ingot production for the year totalled 24,900,195 tons and operations averaged 37.69 per cent of capacity, against 39,286,287 tons and 63.09 per cent operations in 1930.

Percentages are based on rated capacity at the close of 1930, as crude steel production facilities expanded moderately over the year, with the completion of the Great Lakes plant and the expansion of some other units. Finishing equipment has been enlarging steadily, by reason of modernization and the installation of continuous processes, with potential capacity at this time being estimated at close to 70,000,000 tons. On this basis, actual finishing schedules dropped to a point under 20 per cent toward the close of the year.

Miscellaneous and general steel buying suffered a considerable shrinkage, becoming at times negligible. Substantial projects in pipe-line construction, structural awards of a public and semi-public character, and a fairly active demand in a few departments, such as tin plate, contributed

mainly to the tonnage total, partly retrieving the situation.

All through 1931 automobile manufacturing was much behind normal, resulting in a limited consumption of incidental materials. Railroad buying of rails was less than normal, and purchases in the way of replacement and maintenance supplies were curtailed to the minimum. For the year, statistics showed only 13,614 freight cars and 219 passenger cars built, chiefly during the first half. Consumption of sheets and other flat-rolled descriptions

TOTAL OF UNFILLED ORDERS AT NEW LOW

fluctuated from month to month, sheet sales reaching the peak in March at 64 per cent. Unfilled tonnages of reporting plants at June 1 were 296,731, as compared with 461,756 tons at the same period of 1930. Sales for November, 1931, had dropped to 26.7 per cent, and unfilled orders on December 1 to 147,169 tons, equalling only 38.2 per cent of a month's capacity.

The following is the record of unfilled orders of the United States Steel Corporation, by months, for the past three years:

	1931	1930	1929
January	4,132,351	4,468,710	4,109,487
February	3,965,194	4,479,748	4,144,341
March	3,995,330	4,570,653	4,410,718
April	3,897,729	4,354,220	4,427,763
May	3,620,452	4,059,227	4,034,167
June	3,479,323	3,968,064	4,256,910
July	3,404,816	4,022,055	4,088,177
August	3,169,457	3,580,204	3,658,211
September	3,144,833	3,424,338	3,902,581
October	3,119,432	3,481,763	4,086,562
November	2,933,891	3,639,636	4,125,345
December	2,735,353	3,943,596	4,417,193

The drop of 198,538 tons in December was particularly disappointing, as this month, since 1921, heretofore had registered an increase, attributed mainly to forward contracts being placed. Also, production and shipments for the month were at the minimum for the year, new business falling behind this reduced ratio. For January, unfilled steel tonnage showed a loss of 87,183, the total of 2,735,353 being a decline of 35.9 per cent from

the 4,132,351 tons recorded for January of last year.

Prices has shown some divergence since the first of the year, though moves have been in the direction of stabilization. The downward trend in values has been offset by the announcement of advances in some descriptions, especially sheets. With basic materials, strength has not been apparent, and pig iron has lost ground since February 1.

On the average, scrap has been holding steady. The drop in heavy melting steel from the early quotations of 1931 was \$2.83, or more than 24 per cent. The average for the year of \$9.78 was \$3.67 lower than the 1930 average and \$6.50 below the 1929 average. At its lowest price in 1931, heavy melting scrap was just under half of the April, 1929, average of \$17.18, which was the peak price of the past three years.

Steel companies probably used less scrap in comparison with their ingot production than usual because many of them accumulated large stocks of pig iron, which had to be used. In a few instances, the ratio of scrap to pig iron was increased as an economy measure. Since February 1, heavy melting steel scrap has not been plentiful for graded lots and prices, as a rule, have been fairly steady at \$10.25 to \$10.75, Pittsburgh.

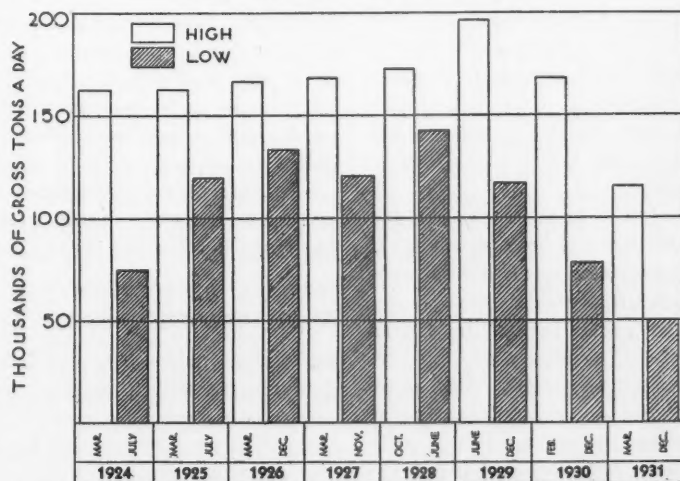
Since the first of the year, semifinished steel has receded to \$26, Pittsburgh, for sheet bars and

STABILITY IN PRICE STRUCTURE APPARENT

\$27, Pittsburgh, for billets. Pig iron apparently lacks regularity and, in some recent transactions, price concessions were reported on foundry and basic. Current business has continued mainly for immediate needs. Strip steel quotations are not fully determined, though producers have considered an advance. On attractive business, however, the consumer has not lost the advantage. Sheet and tin plate quotations are being stabilized, though the regular price of \$4.75, Pittsburgh, on tin plate, has been scaled in some instances, foreign competition being a factor at tide-water points. Bars, shapes and plates have continued quotable at \$1.50 and \$1.60, Pittsburgh, the higher figure applying on small lots.

With more inquiries being developed, and a limited number of new

DAILY STEEL INGOT PRODUCTION *
(High and Low for Each Year)



* Based on statistics compiled by the American Iron and Steel Institute.

Daily steel ingot production last month showed a gain of 12.2 per cent over the December, 1931, record, which was the lowest point for that year. Total output for 1931 was the smallest reached since 1921, and with one exception the lowest since 1911.

orders being received from diversified sources, that had delayed placing commitments, sentiment throughout the industry has been strengthened and it is believed that conditions generally should improve. The market for iron and steel, speaking generally, is believed to have struck a more even level, which doubtless is a reflection of the more favorable state of commercial activity as a whole.

For, whatever attitude may be taken of the barometric value of the steel industry in gauging the business trend, the course it has followed since the end of 1929 is indicative of its sensitiveness to the forces which control economic destiny. In fact, the progress of this industry has been interwoven more dexterously with the progress of a nation than almost any other. There are few stories more fascinating than the one which tells of its humble origin back in the early eighties and its spectacular rise at the turn of the century to world dominance and power.

The glare of the huge Bessemer converters which emblazon the darkness of the night in every steel-making center have been emblematic of industrial stability for so many years that a slight pause in the trade's march forward should be viewed merely as a period of preparation for greater achievement. This may start sooner than the cold indices of current conditions may be capable of predicting.

Steel plant operations in the Youngstown district for the current week are reported at 35 per cent of capacity, unchanged from those of the previous week, but a slight improvement in comparison with the record for same period of January.

CONDITIONS IMPROVE AT LEADING CENTERS

An accumulation of orders, particularly sheet steel for the automobile industry, is expected to show an increase in operations in the week of February 15 to a possible 38 per cent operating schedule. Of the 68 open-hearth furnaces in the Mahoning Valley, 24 are reported melting, while 32 of the 83 furnaces in this district are in operation. Sheet production is estimated at 30 per cent, while strip output is at about 35 per cent for the current week. Pipe production is slightly lower than that of the former week. Prices are at about the same level, and labor is abundant at flexible rates.

The dull period existing at the close of 1931, when operations in steel-making had dropped as low as 20 per cent of normal, was somewhat relieved during January, although the seasonal increase did not reach the proportion hoped for in the Cleveland territory. The rate of output early in February has reached about 33 per cent. The automobile manufacturers have been fairly active in assembling work since the beginning of the year, and although the aggregate is less than normal, the total is sufficient to create a marked improvement in this industry, as compared with conditions during the closing months of the old year.

There is slow demand for iron ore at the blast furnaces and, despite the fact that receipts at Lake Erie ports last year were little more than half of the volume for 1930, there continues to be a large stock piled up on the docks and also at most of the furnaces. Of approximately 250 furnaces in this region, only 51 were in blast when the year began.

Producers of steel plates, shapes and bars have been much encouraged by an upward tendency in the demand and also in a more stabilized situation in prices. Pig iron also was steadier, and the automobile industries created a lively movement in sheets and strip.

Pig iron production in Alabama showed a steady decrease during the last six months of 1931, December production being estimated at 80,495 tons, as compared with 184,156 tons in April, 1931, and 134,650 in December, 1930. The month of Decem-

SCHEDULES EXTENDED AT SOUTHERN PLANTS

ber closed with six furnaces in blast, compared with ten in July, 1931, and eight in December, 1930. Production of iron ore also was curtailed materially, and a general restriction of industry was evidenced throughout the entire last half of the year. A very low demand for steel and steel products also resulted in a sharp decline in this industry during the same period, the open-hearth plant of the largest producer having stopped operations in August, following the closing of the district's large rail mill in July, 1931.

Rail mill operations were resumed on a part-time basis in early January, and continued operations will depend upon orders for the second quarter. Industrial leaders expect a very slow recovery from present poor conditions, and present prices are expected to remain in force.

Producers of structural steel in the St. Louis district report a slight increase in output since the first of the year, but foundry products show a decrease from last year at this time. Contracting for the first quarter of 1932 requirements was little in evidence, new business booked being mainly for present needs. Movement of seasonal goods, such as stoves and heating apparatus, was affected adversely by mild weather; the purchasing by railroads and other important consuming interests failed to expand.

Prices and inventories are low, and are expected to remain at about present levels for a time, but there is a feeling that this condition will change

GENERAL DEVELOPMENTS FAVOR TRADE'S GROWTH

for the better as the year progresses. Prevailing material and labor prices are the lowest in fifteen years. Economists and industrial leaders see encouragement for a revival of confidence in the Reconstruction Finance Corporation loans, railroad pay cuts and other factors which should have a favorable effect in many directions and be reflected in a higher rate of steel production and more stability in the entire industry.

STRIKE AFFECTS TEXTILES

by C. S. WOOLSLEY

The volume of dry goods business booked thus far this year is substantially below normal, although in some divisions a fairly active trade still is going on. An upset has occurred in the dress division of the cutting-up trade, in consequence of a union strike in New York

City affecting 2,000 or more factories. It comes at the peak of the Spring season, when the demands for deliveries are increasing to meet the needs of the early Easter trade. It is expected that the strike will be of short duration, but it will affect the worsted and silk divisions and possibly rayon lines more than cotton dress lines; the latter now are being made freely in other centers.

Business is not up to expectations in silk, men's wear products, and in some lines of Spring merchandise, but rayon appears to be moving in volume and rayon fabrics are in steady demand. Knitted rayons are becoming more active for outer and under wear and, to some extent, in the hosiery division. In the men's wear trade, it now is admitted that the probable consumption of cottons and linen for men's Summer suits will be larger than for some years.

Print cloths became firmer on reports of an agreement having been perfected for controlling production from March 1 onward for six months. Percales continue fairly steady at the advances recently named, but business has been less active. The chief sheer printed fabrics in demand are voiles

AGREEMENT ADVANCES and some of the finer **PRINT CLOTH PRICES** dimities. Novelties in piques, mesh weaves, and lacy weaves are the best selling wash goods fabrics. A very fair amount of business on staple and dress gingham has been booked at lower prices. Flannels have been opened for the season about 2c. a yard lower than a year ago.

Slight premiums are being paid for a few lines of women's coatings and dress goods that are in vogue and are scarce for quick delivery. As a rule, prices are very close, and additional looms are being put to work on dress fabrics in preference to lightweight men's wear goods that have been selling slowly. Wool goods men are expecting to price overcoating lines next month. A fair business has

Statistics issued during the week show the cotton industry to be in a healthy position as to stocks, shipments and unfilled orders, with sales totalling 145.2 per cent of production. Print cloths became firmer on reports of an agreement perfected for controlling production for the next six months starting March 1.

been continuing in topcoatings and in light-colored men's wear fabrics for suitings. The volume of men's wear business done has been rather disappointing thus far this season.

Novelties in silk prints, in patriotic shades and designs, are in demand, stimulated by the observ-

ance of the Washington Bicentennial. Other silk goods continue in moderate demand, but production is being held down very close by many of the large houses. In the rayon field, demand continues steady for French crepes, rayon piques, and many of the mesh and lacy weaves also shown in cottons. Production is averaging a little better than 80 per cent of capacity.

Sales of cotton goods in January were 145.2 per cent of production; shipments 115.5 per cent; and unfilled orders increased 21.5 per cent during the month. Stocks were reduced 12.5 per cent, bringing the total down to 100,000,000 yards less than in January, 1931. Stocks now are as low as they were in August and September. Sales in January were the largest since the first quarter of 1929. Unfilled orders are the best reported since February of a year ago and nearly are as great as those in December, 1929.

Nearly 90 per cent of the 110,000 print cloth looms in the country were represented last Monday as being signed up in approval of a suggestion for balancing production presented by merchants and manufacturers in the past three or four weeks.

The course of prices in the cotton option market at New York and spot prices for each day this week at leading cotton centers are given in the following table:

	Thurs. Feb. 11	Fri. Feb. 12	Sat. Feb. 13	Mon. Feb. 15	Tues. Feb. 16	Wed. Feb. 17
March	6.59	*....	6.71	6.73	6.79	6.76
May	6.77	....	6.91	6.93	6.99	6.95
July	6.95	....	7.07	7.09	7.16	7.12
October	6.95	....	7.07	7.09	7.16	7.12
December	7.32	....	7.46	7.47	7.57	7.54

	Wed. Feb. 10	Thurs. Feb. 11	Fri. Feb. 12	Sat. Feb. 13	Mon. Feb. 15	Tues. Feb. 16
New Orleans, cents...	6.41	6.56	*....	6.70	6.67	6.76
New York, cents.....	6.55	6.70	....	6.85	6.85	6.95
Savannah, cents.....	6.36	6.50	....	6.63	6.74	6.80
Galveston, cents.....	6.40	6.55	....	6.70	6.70	6.75
Memphis, cents.....	5.75	5.95	....	6.05	6.05	6.15
Norfolk, cents.....	6.46	6.60	....	6.73	6.75	6.80
Augusta, cents.....	6.25	6.38	....	6.63	6.63	6.69
Houston, cents.....	6.35	6.50	....	6.65	6.65	6.75
Little Rock, cents....	5.85	5.90	....	5.96	5.98	6.04
St. Louis, cents.....	6.80	6.20	....	6.35	6.56	6.50
Dallas, cents.....	5.90	6.05	....	6.20	6.25	6.30

* Holiday

NATIONAL MONEY AND CREDIT CONDITIONS

MONEY MARKETS

ATLANTA There has been no increase in the demand for money in the local market. Interest rates are steady at $4\frac{1}{2}$ to 6 per cent. Funds continue plentiful for all legitimate needs.

BOSTON The local banks have been working their affairs into a liquid shape, and commercial borrowing is difficult, except for the highest class of concern. The reserve ratio again moved up from 70.6 to 71.4 per cent. There was a slight shrinkage in the circulation, but the principal change was in the deposits, which decreased about \$3,000,000. The quick call rate continues at $3\frac{1}{2}$ per cent; time money at 5 per cent; and commercial paper at $3\frac{3}{4}$ to 4 per cent.

CHICAGO Although there was a slight increase in the demand for commercial funds during the week, rates were fairly steady at previous quotations, commercial paper continuing at $3\frac{3}{4}$ to $4\frac{1}{2}$ per cent. Over-the-counter loans ranged from $4\frac{1}{2}$ to $5\frac{1}{2}$ per cent, while brokers' loans on collateral stayed close to $4\frac{1}{2}$ per cent. Customers' loans on collateral varied from $4\frac{1}{2}$ to $5\frac{1}{2}$ per cent, with a few small banking loans to individuals going at 6 per cent.

CLEVELAND The easy trend of the past month continues in the local money market. This week's report of the Federal Reserve Bank for this district indicated a material reduction in the item of debits to individual accounts, compared with the total of the week preceding, as well as that for the same week of last year.

DALLAS While no noticeable demand for commercial loans is indicated, a more cheerful tone pervades the local money market, on account of the recent announcement of government-fostered plans to assist in relieving depressed conditions.

PHILADELPHIA Notwithstanding the increasing liquidity of banks, funds appear ample for all requirements. Call money holds at 4 per cent, against a sluggish demand. The charge for commercial loans is quoted at $4\frac{1}{2}$ to 6 per cent.

ST. LOUIS A slight increase in the demand for funds has been noticed, but it has not been sufficient to affect rates. Prime commercial paper is quoted at $4\frac{1}{2}$ to 6 per cent, with collateral loans $4\frac{3}{4}$ to 6 per cent.

TWIN CITIES (Minneapolis-St. Paul) Banks in this district have ample funds, but demand for loans is light. The bank rates range from $4\frac{1}{2}$ to 6 per cent. Commercial paper is quoted at $3\frac{3}{4}$ to 4 per cent.

COLLECTION CONDITIONS

ATLANTA Local collections dropped off during the week and are reported as not better than slow.

BALTIMORE Foggy weather and intermittent rains have somewhat restricted general trade, and this has affected remittances, which are slightly slower.

BOSTON Collections were slower this week, with complaints numerous from retail dress and clothing stores.

BUFFALO Collections for the week show some improvement, but still are reported as generally slow.

CHICAGO Local collections have not improved, and continue slow, even under pressure.

CINCINNATI Collections were irregular during the week, considerable urging being required.

CLEVELAND Mercantile collections in the majority of cases are dilatory, with continued pressure required.

DALLAS The collection of current accounts still is fairly satisfactory, but retail payments are slow.

DENVER There has been little improvement in the local collection situation, slowness predominating.

DETROIT Collections in this district are slightly easier than they were a month ago.

JACKSONVILLE Except in a few branches of the retail trade, collections continue unsatisfactory.

KANSAS CITY Continued slowness characterizes the collection trend in both retail and wholesale trades.

LOS ANGELES With the exception of wholesale lines, collections during the week were slow.

NEWARK Collections were somewhat improved in most branches of trade reporting this week.

OMAHA Impassable roads during all of January and extending into February have retarded general business and collections in this district.

PHILADELPHIA Although general improvement is lacking, many reports reveal a betterment.

PITTSBURGH Comparatively little change is noted in collections, which continue to average slow.

PORTLAND Collections generally are reported as unsatisfactory, with the average for the week slow.

ST. LOUIS Collections have improved slightly, but both wholesale and retail average is below normal.

SEATTLE Retail collections are making the poorest showing, as installment payments are fair.

TWIN CITIES (Minneapolis-St. Paul) Although reports this week show a slight improvement, the collection average continues fair to slow.

INTERNATIONAL MONEY MARKETS

In the money markets the overshadowing development this week was the action taken by leading central banks for relieving the burden placed on trade and industry by the high discount rates of recent months. Following closely upon the legislation in Washington for broadening of the rediscount base of the Federal Reserve system and freeing large amounts of gold, this action revealed definitely that monetary authorities in the leading countries of the world are determined to remove obstacles that have hindered improvement in the economic position.

Confusion regarding the Glass-Steagall bill in Washington has now been cleared up, and it is generally recognized that this measure is not likely to result in inflation of any pronounced nature, but rather is the arresting of the deflationary tendencies of the past two years. It provides not only for greater freedom in the rediscount policies of the system, but also for a widened currency base by the use of government bonds for backing of money. The latter part of the bill is especially important in an international sense, as it will free almost \$1,000,000,000 in gold for export to France or other European countries that may desire to liquidate in this fashion the balances they hold in New York.

The international confidence occasioned by the step was reflected to a degree by the announcement of the Bank of England, Thursday, that the discount rate would be reduced from 6 to 5 per cent, and the statements of the Swedish and Norwegian banks the same day that their charges would be lowered from 6 to 5½ per cent. These reductions are designed, of course, to aid the respective domestic economic situations, but they are sure to have important international repercussions of the most favorable kind. As indications that the credit and currency crises caused throughout the world by the British and Scandinavian gold payment suspensions of last September, is at length passing, their importance is hardly to be exaggerated.

It is intimated that the Reichsbank discount rate also may be lowered, as the German central bank is showing stability in its position. This would mean marked betterment throughout Central Europe, where the credit and currency crisis origi-

Constructive features of Glass-Steagall bill becoming better appreciated. Fears of uncontrolled inflation subside. Bank of England and Scandinavian banks reduce rediscount rates in anti-deflationary moves supplementing our own program. No uneasiness caused gold flow to Europe. Money rates unchanged.

nated last Summer. It is not likely that the Bank of France rate will be reduced, as it remains at the low level of 2½ per cent.

Of profound importance in this country, moreover, are signs that the wave of fear regarding inflation is passing. Hoarding of currency is slowly dimin-

ishing, according to the authoritative information available at Washington. The last statement of the Treasury showed clearly that hoarding has been confined largely to persons of comparative wealth, as the increase in currency of the past six months is almost entirely in bills of large denominations. A return flow of such bills is viewed as an especially satisfactory development.

In the New York money market rates for accommodation were unchanged this week. On the Stock Exchange call loans ruled at 2½ per cent for all transactions, whether renewals or new loans. In

STRONG CURRENCY RATES DRAW GOLD

the unofficial "street" market funds were available at 2¾ per cent. Time loans prevailed at 3½ to 3¾ per cent for all maturities from two to six months. Bankers' acceptances held at a range of 2⅞ per cent bid and 2¾ asked for thirty to ninety-day maturities, and 3⅞ per cent bid and 3¾ asked for five and six months' datings. Commercial paper was 3¾ to 4 per cent for best names, all dates, and 4 to 4¼ per cent for others, dealings were small in all departments of the market.

Daily closing quotations of foreign exchange (bankers' bills) in the New York market follow:

	Thurs. Feb. 11	Fri. Feb. 12	Sat. Feb. 13	Mon. Feb. 15	Tues. Feb. 16	Wed. Feb. 17
Sterling, checks...	3.43½	3.44	3.45½	3.45½	3.44½	3.44½
Sterling, cables...	3.43½	3.44	3.45½	3.45½	3.44½	3.44½
Paris, checks...	3.93½	3.94	3.94½	3.94½	3.95½	3.94½
Paris, cables...	3.93½	3.94	3.94½	3.94½	3.94½	3.94½
Berlin, checks...	23.76	23.78	23.76	23.76	23.76	23.76
Berlin, cables...	23.78	23.80	23.76	23.76	23.76	23.76
Antwerp, checks...	13.95	13.95½	13.96½	13.97	13.94½	13.94½
Antwerp, cables...	13.95½	13.96	13.97	13.97½	13.95½	13.95½
Lire, checks...	5.19	5.19½	5.21½	5.21½	5.19½	5.19½
Lire, cables...	5.19½	5.19½	5.21½	5.21½	5.20½	5.20½
Swiss, checks...	19.51½	19.53½	19.54½	19.54½	19.54	19.54
Swiss, cables...	19.52	19.53½	19.54½	19.54½	19.54½	19.54
Guilders, checks...	40.44	40.44	40.50	40.51	40.51½	40.51½
Guilders, cables...	40.45	40.45	40.51	40.52	40.53	40.53
Pesetas, checks...	7.87½	7.89	7.86	7.73½	7.76	7.76
Pesetas, cables...	7.88½	7.90	7.87	7.74½	7.75	7.75
Denmark, checks...	18.94	18.99	19.04	19.01	18.95	18.95
Denmark, cables...	18.95	19.00	19.05	19.02	19.00	19.00
Sweden, checks...	19.28	19.34	19.38	19.34	19.27	19.27
Sweden, cables...	19.29	19.35	19.39	19.35	19.31	19.31
Norway, checks...	18.70	18.74	18.79	18.79	18.73	18.73
Norway, cables...	18.71	18.75	18.80	18.80	18.78	18.78
Greece, checks...	1.28½	1.28½	1.28½	1.28½	1.28½	1.28½
Greece, cables...	1.28½	1.28½	1.28½	1.28½	1.28½	1.28½
Portugal, checks...	3.14	3.17	3.15	3.18	3.18	3.18
Portugal, cables...	3.16	3.19	3.20	3.20	3.20	3.20
Australia, checks...	2.74½	2.75½	2.76	2.75½	2.75½	2.75½
Australia, cables...	2.75½	2.76½	2.77	2.76½	2.76½	2.76½
Montreal, demand...	87.00	87.00	87.25	87.25	87.25	89.44
Argentina, demand...	25.95	25.95	25.95	25.75	25.95	25.95
Brazil, demand...	6.20	6.20	6.20	6.00	5.95	5.95
Chile, demand...	12.10	12.10	12.08	12.13	12.07	12.07
Uruguay, demand...	46.50	46.50	46.50	46.50	46.25	46.25

* Holiday

ACTIVE BUYING LIFTS GRAIN PRICES

by H. C. Seely

Grains seesawed fitfully on the Chicago Board of Trade this week, in sympathy with the stock market, and the varying reactions to the new Washington credit program. Profit-taking was heavy in wheat on Monday, following the short covering toward the end of the week preceding, and the closing was $\frac{3}{4}$ c. to $1\frac{1}{8}$ c. lower.

A new buying wave broke forth Tuesday, accompanied by an outburst of rumors which were received later; these carried all deliveries to a new high for the current movement, and September to a new high on the crop. The new advances for the day ranged from 2c. to $3\frac{3}{8}$ c. The strength carried over into the early Wednesday trading, May reaching $62\frac{5}{8}$ c.; but the pace proved too fast, and realizing grew in volume. Closing prices were $1\frac{3}{8}$ c. to $1\frac{5}{8}$ c. lower.

Winter wheat news was favorable, with snow in the West and Southwest. Some concern developed over the lower temperatures in parts of Kansas, Nebraska and

WINTER WHEAT NEWS CHIEFLY FAVORABLE

Iowa toward the end of the week. The Kansas State report called attention to the rapidly changing temperatures and the lack of snow covering over two-thirds of the southern part of the belt. The Oklahoma State report mentioned the need of rains in sections of the Northwest. It was mostly clear over the belt, with no change in temperatures.

Colder weather was indicated in Canada, but the weather was mild in both France and Germany. No crop damage evidently has resulted abroad, following the recent freeze. Black Sea shipments for the week were 408,000 bushels, all from Russia. Argentine exports were estimated at 4,225,000 bushels, slightly larger than those of the week previous.

A better demand was reported for North American cash wheat, with France and Germany both said to have taken moderate amounts of hard Winters and Manitobas, and it was claimed in Winnipeg messages that business was passing in durums. Liverpool wheat futures failed to follow the sharp downturn in Chicago late Wednesday, and closed unchanged to $\frac{1}{2}$ c. a bushel lower, cheaper Argentine offerings being offset by a reduction in the Bank of England rediscount rate and a good Continental demand. It would not surprise the trade if there were a reduction in the import duties into Germany and other countries in the near future.

Oats held within a fractional range. Seeding of oats is under way in southeastern Kansas, and it is expected to make progress with favorable weather. Futures held within narrow limits and closed unchanged to fractionally high on Wednesday. Rye swung widely, losing better than a cent on Monday, rebounding $1\frac{3}{8}$ c. to $1\frac{3}{4}$ c. Tuesday, and about cancelling the gain on Wednesday.

Cash demand for corn was slow Monday, while the gains of last week make it an easy prey to profit-taking. The close was off $\frac{1}{2}$ c. to $\frac{3}{8}$ c., but was followed on Tuesday by an advance of around a cent. The advance brought an increase in country sales of cash corn. The Wednesday losses ranged from $1\frac{1}{8}$ c. to $1\frac{1}{2}$ c. According to some reports from the East, there is less disposition on the part of Ohio and Indiana to sell cash corn for the present.

The United States visible supply of grains for the week, in bushels, was: Wheat, 202,608,000, off 1,238,000; corn, 15,836,000, up 1,528,000; oats, 15,296,000, up 187,000; rye, 9,318,000, off 8,000; and barley, 3,800,000, off 200,000.

Daily closing quotations of grain options in the Chicago market follow:

	Thurs. Feb. 11	Fri. Feb. 12	Sat. Feb. 13	Mon. Feb. 15	Tues. Feb. 16	Wed. Feb. 17
WHEAT:						
March	56	58	58	57	59	57
May	59	61	61	60	62	60
July	59	61	61	60	63	61
CORN:						
March	36	37	37	36	37	36
May	39	41	41	40	41	39
July	41	43	43	42	43	42
OATS:						
May	25	26	26	25	26	25
July	25	26	26	25	26	25
RYE:						
May	45	47	47	46	47	46
July	47	48	48	47	49	49

The grain movement each day is given in the following table, with the week's total, and comparative figures for last year:

	Wheat— Western Receipts	Atlantic Exports	Flour, Atlantic Exports	Corn Western Receipts
Wednesday	805,000	519,000	26,000	533,000
Thursday	829,000	392,000	3,000	415,000
Friday	1,358,000	80,000	5,000	582,000
Saturday	1,404,000	79,000	4,000	533,000
Monday	629,000	211,000	48,000	442,000
Tuesday				
Total	4,625,000	1,281,000	81,000	2,485,000
Last Year	7,298,000	1,541,000	53,000	5,367,000

* Holiday † Two days

FRANK G. BEEBE
President

SAMUEL J. GRAHAM
Sec'y & Treas.

GIBSON & WESSON, Inc.
INSURANCE

In All Branches

110 William Street NEW YORK

